

Message Text

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PAGE 01 STATE 080109

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COM/DM/WTATGE

EUR/RPE/RBRESLER (INFO)

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P 022216Z APR 76

FM SECSTATE WASHDC

TO AMEMBASSY BRUSSELS PRIORITY

AMCONSUL BARCELONA

AMEMBASSY MADRID

UNCLAS STATE 080109

E.O. 11652: NA

TAGS: BEXP, SP

SUBJECT: HEALTH CARE BIOMEDICAL TSS

REF: (A) STATE 069324 (B) STATE 057465 (C) STATE 72735

1. THIS IS TO UPDATE DATA CONTAINED IN REF (A) THRU (C) ABOVE. PARAGRAPH NUMBER WILL CONCIDE WITH REF (A). BARNSTEAD, REF (B), WILL PRESENT PAPER "A COMPREHENSIVE SYSTEM APPROACH TO WATER PURIFICATION" BY MR. ROBERT SIEGEL. REF (C) PAR 2 IS APPLICABLE TO MADRID AND BARCELONA. BARNSTEAD HAS E. FUETER & CO. AVE. LOUISE 263 BRUSSELS 1050 PHONE 64878-74 AS REPRESENTATIVE FOR HOSPITAL MARKET AND ETS HVL S.A. CHAUSSEE DE LOUVAIN 1026, BRUSSELS 1140 PHONE 720 48-30 AS REPRESENTATIVE FOR PHARMACEUTICAL MARKET. THESE FIRMS SHOULD BE AN INVITATION LISTS. BARNSTEAD IS INTERESTED IN IMMEDIATE SALES AND EXPOSURE TO NEW BUSINESS PROSPECTS IN BELGIUM. COPIES OF BARNSTEAD PAPER HAVE BEEN MAILED

UNCLASSIFIED

PAGE 02 STATE 080109

TO EACH POST. THIS FIRM ALSO INTERESTED IN MAKING SEPERATE

PRESENTATIONS TO PHARMACEUTICAL INDUSTRY DURING AN AFTER-NOON SESSION. HAS POSSIBLE INTEREST IN VISITING GHENT.

2. AMERICAN HEALTH PROFILE WILL NOT PARTICIPATE.

3. ELECTRO NUCLEONICS PAPER IS "THE CENTRIFUGAL FAST ANALYZER IN THE CLINICAL CHEMISTRY LABORATORY".

4. G.E. IS INTERESTED IN PROMOTING THEIR VISUAL DIAGNOSTIC LINE OF PRODUCTS. THEY ARE MOST INTERESTED IN MAKING FOLLOW UP PRESENTATIONS TO POSSIBLE END USERS. THEIR REPRESENTATIVES WILL FURNISH LISTING OF SUCH PERSONS TO EACH POST BY APRIL 12. POSTS CAN INCLUDE SUCH INPUT WITH THEIR DATA FOR INVITATIONS THE SPECIAL PRESENTATIONS. REPRESENTATIVE IN BELGIUM IS MR. W. ADRIENSSSENS, GENERAL EQUIPMENT MEDICAL S.A. RUE MARIA CURRIE B 4431, LOCIN (LIEGE) BELGIUM, TELEX 41655 PHONE 041-63880. REPRESENTATIVE IN MADRID IS MR. A. PACHECO, GENERAL ELECTRICA ESPANOLA, DR. ESQUERDO 187, MADRID 7, TELEX 22384 PHONE 252-5100. MR. PACHECO WILL DEVELOPE INVITEE LIST FOR BOTH MADRID AND BARCELONA. MR. PAUL STIVENDER, MANAGER RADIOLOGY SYSTEMS, WILL PRESENT PAPER, "CLASSICAL, VASCULAR AND COMPUTERIZED RADIOLOGY".

5. HALEN ELLIOT NAME IS CHANGED TO HEALTH FACILITIES ANALYSES. DESIRED AUDIENCE IS MINISTRIES OF HEALTH AND FINANCE, HOSPITAL ORIENTED ARCHITECTS AND CONSTRUCTION FIRMS, AND HOSPITAL ADMINISTRATORS,

6. HYCEL PAPERS IS "THE HISTORY OF AUTOMATION IN LABORATORY ANALYSIS".

7. OCG HAS NOT SUBMITTED ADDITIONAL DATA BUT MAY BE INTERESTED IN VISIT TO GHENT. THEY ALSO DESIRE SPECIAL PRESENTATIONS TO PERSONS INVOLVED WITH CARDIO VASCULAR DETECTION AND TREATMENT. THE OMNICARDIOGRAM IS A NEW EXTRAORDINARILY ACCURATE TYPE OF CARDIAC TRACING DESIGNED TO FACILITATE THE RAPID DETECTION OF CORONARY ARTERY DISEASE EVEN IN ITS EARLIEST STAGES BEFORE THESE ABNORMALITIES BE-

UNCLASSIFIED

PAGE 03 STATE 080109

COME MANIFEST IN A STANDARD ECG TRACING.

8. ELECTRO MEDICAL SYSTEMS PAPER IS "SAFETY IS A MATTER FOR ALL OPERATING ROOM PERSONNEL" AND IT WILL BE PRESENTED BY MATT VOKELICH.

9. BARRING ANY LAST MINUTE CHANGES THESE SEVEN FIRMS WILL CONSTITUTE PANEL ALONG WITH DR. STREICHER AS CHAIRMAN.

10. TITLES OF REMAINING TWO PAPERS WILL BE FORWARDED AS
SOON AS RECEIVED. KISSINGER

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